



Coleman Technologies, Inc.

ORIGINAL

20 N. Orange Avenue, Suite 300
Orlando, Florida 32801
Phone: (407) 481-8600
Fax: (407) 481-8618

ATTACHMENT

Proposal Response Sheet

Cisco Network Equipment Refresh & Enhancements, RFP # 08-001-38

Name of firm: Coleman Technologies, Inc.
Firm's Website: www.ctiusa.com

Mailing Address:
60 Germantown Court, Suite 112
Memphis, TN 38018
Phone: 901-275-4425
Fax: 407-650-9769

Remit Address:
20 N. Orange Avenue, Suite 300
Orlando, FL 32801
Phone: 407-481-8600
Fax: 407-481-8618
Payment Terms: Net 30

Authorized Representative:  2/26/08

Print: Kirk Sawyer, VP & CFO

Signature (Person authorized to negotiate with the County on behalf of the organization/firm.)

Email address: ksawyer@ctiusa.com

The signature above indicates that certifies that:

- (i) the Proposer's signatory is an agent authorized to submit proposals on behalf of the organization/firm;
- (ii) all declarations in the proposal and attachments are true to the best of reasonable knowledge;
- (iii) all aspects of the proposal, including cost, have been determined independently, without consultation with any other prospective Proposer or competitor for the purpose of restricting competition;
- (iv) the offer made in the proposal is firm and binding for 90 days after receipt of the proposal by the County; and
- (v) all aspects of this RFP and the proposal submitted are binding for the duration if this proposal is selected and a contract awarded.

EOC #: EOC-VS-1102

____ Check here if you qualify as a MBE _____, or WBE _____
(Minority or Woman owned Business Enterprise) If so, please indicate the classification below:
☐ African American ☐ Hispanic American ☐ Asian American ☐ Native American ☐ Other _____

____ Check here if you qualify as an LOSB (Locally owned Small Business)



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Email address: ksawyer@ctiusa.com

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RFP UTILIZATION REPORT

	MALE					FEMALE					
	Subtotals	White	African American	Hispanic	Asian Pacific Islander	Other	White	African American	Hispanic	Asian Pacific Islander	Other
Officials and Managers	1	1									
Professionals	4	4									
Technicians											
Sales Workers	1						1				
Office and Clerical											
Crafts workers (Skilled)											
Operative (Semi-Skilled)											
Laborers (Unskilled)											
Service Workers											
Totals											

How was the above information as to race or ethnicity established?
☒ A) Visual Survey ☐ B) Employee Records

Please list the date for employment information reported: Other Please Specify:

The Concept of race used by the Equal Employment Opportunity Commission does not denote clear-cut scientific definitions of anthropologic origins. For the purpose of this report an employee may be included in the group to which he or she appears to belong, identities with, or is regarded in the community as belonging. However, no person should be counted in more than one race/ethnic category

NOTE: 1 The Category "HISPANIC" while not a race identification is included as separates race/ethnic category because of the employment discrimination often encountered by this group; for this reason do not include HISPANIC under either "white" or "black".

For the purpose of this report the following race/ethnic categories will be used:

a) The Category "White" (not of Hispanic origins): All persons having origins in any of the original peoples of Europe North Africa or Middle East.

b) The Category "African American persons having origins in any of the original peoples of Africa

c) The Category "Hispanic": All persons of Mexican, Puerto Rican, Cuban, Central or South American. For other Spanish culture regardless of race

d) The Category "Asian or Pacific Islander". All

persons having origins in any of the original peoples of the Far East, Southeast Asia, the Indian Sub-Continent, or the Pacific Islands. This area includes for example, China, Japan, Korea, the Philippine Islands, and Samoa

c) The Category "American Indian or Alaskan Native": All persons having origins in any of the original peoples of North America, and who maintain cultural identification through tribal affiliation community recognition

Source: Bureau of the Census

Proposal

For:

**Cisco Network Equipment Refresh &
Enhancements, RFP # 08-001-38**

Prepared For:

**Shelby County Government
Purchasing Department**

Submitted to:

**Shelby County Government
160 North Main, Suite 550
Memphis, TN 38103**

Document ID: CTI0181-080311

Submittal Date: 14 March 2008

Prepared By:



Coleman Technologies, Inc.
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This document contains information and data which is proprietary to CTI that shall not be disclosed outside CTI and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose except to evaluate this response.

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1.0 EXECUTIVE OVERVIEW

Coleman Technologies, Inc. (CTI) is pleased to respond to Shelby County Government (SCG) RFP # 08-001-38 for Cisco Network Equipment Refresh & Enhancements. CTI currently holds TN State Contract # 4033333, SWC385 for supplying Cisco hardware, software, SMARTnet maintenance, and CTI Professional Services to TN State & Local Government Entities.

The pricing in this proposal reflects TN State Contract discount rates of 45% off Cisco hardware, 100% off 8x5xNext Business Day SMARTnet for year one, 20% off other SMARTnet levels and terms, and \$100.00 per hour for CTI Professional Services. These rates apply not only for the equipment specified in this RFP, but for any additional Cisco equipment SCG may choose to purchase during the term of the contract. This contractual vehicle will make it easy for SCG to make changes to the project as needed.

CTI understands the importance of supporting Locally-Owned Small Businesses (LOSBS) and has negotiated pricing with LOSB, LAN One, to fulfill up to 10% of the optional installation services section of this RFP. CTI's current Gold Partner agreement with Cisco Systems, Inc. requires CTI to purchase Cisco equipment directly from Cisco or from a Cisco-authorized Distributor. CTI is also required to sell directly to the end-user. Subcontracting any of the Cisco hardware portion of this bid would be a violation of Cisco's Gold Partner agreement. Therefore, CTI is unable to meet SCG's goal of 10% LOSB participation for the hardware.

To facilitate the acquisition contemplated in this proposal, CTI has negotiated with Cisco Systems Capital Corporation to offer SCG a very attractive financing option. This option is structured to offer a 5- year, 0% tax-exempt rate to SCG through its status as a public entity.

Cisco Capital has negotiated many financing agreements with government entities and understands their unique requirements. Cisco Capital documentation includes a "non-appropriations clause" that allows SCG to terminate the financing in the event that its governing body does not appropriate funds to continue payment into a subsequent fiscal year. Complete documentation from Cisco Capital will be provided at contract award.

CTI has significant experience working with the current SCG IT staff. CTI is familiar with the SCG network and IT staff and is therefore uniquely qualified to provide the services requested in this RFP. We look forward to continuing to serve as SCG's trusted technology partner.

Please direct any questions regarding this response to:

Susan Stewart, Account Manager - (901)-275-4425 – sstewart@ctiusa.com



2.0 COMPREHENSIVE RESPONSE

Outline of how respondent can meet or exceed the minimum requirements

CTI acknowledges and agrees to comply with minimum requirements in Section II of
RFP# 08-001-38:

1. Respond completely with proposed pricing to the requested Cisco equipment specifications.

Please see Section 3 of this response.

2. One (1) year of Smartnet maintenance must be included in the proposed pricing.

Please see Section 3 of this response.

3. Provide optional pricing for installation labor.

Please see Section 3 of this response.

4. Provide a list of 3 references that similar equipment & services have been provided to in the last five (5) years.

Please see Section 5 of this response.

5. Apply for an Equal Opportunity Compliance (EOC) certification number through our EOC Administration (*see the details outlined in section VII General Requirement/e. Selection Criteria*)

CTI currently holds EOC# EOC-VS-1102. A copy of this certificate is included in Appendix C

6. Adhere to all Title VI requirements and provide proof/documentation if necessary

Documentation provided upon request.

A. DETAIL OF HOW THE RESPONDENT IS QUALIFIED TO PROVIDE THE SERVICES REQUIRED

CTI is an award winning engineering firm founded in 1995 and rooted in the aerospace industry. The attention to detail and engineering precision required for rocket and missile systems is also practiced with our advanced IT solution services. CTI has worked closely with education, government and public sector customers since our inception. This section is provided to briefly describe the key benefits and advantages CTI will provide to Shelby County Government.

Regional Commitment

Although CTI provides services throughout the country and across the globe, we also share a regional footprint with Shelby County. At present CTI employs 7 individuals dedicated to business activities in our Memphis regional office with additional support from neighboring offices. These employees have a tenure starting as early as 2005. Our current staffing plan provides for close to that number of new hires in the region over the next year. Additionally, other nearby regional offices also provides support to the Memphis operation including Knoxville, Nashville and Birmingham resulting in 20+ engineers available for support.

The table below illustrates the principle members of our Memphis team. Many other corporate support resources will also have significant involvement as it relates to order processing, equipment shipping and delivery dates, equipment staging and asset inventory. During contract negotiations CTI will provide detailed employee resumes and references upon request.

Name/Title	Title / Role	Other
Tim Meister	Director – Central Region <ul style="list-style-type: none">▪ Provide senior oversight of Coleman Team▪ Responsible for any executive escalation▪ Responsible for negotiating pricing with Cisco▪ Work with CTI accounting team to review invoices and manage billings	
Susan Stewart	Account Manager <ul style="list-style-type: none">▪ Primary customer liaison and advocate▪ Responsible for managing customer expectations▪ Responsible for managing Coleman/MCS communications▪ Responsible for overall customer satisfaction	
Brian Vogelsang	Regional Manager – Central Region <ul style="list-style-type: none">▪ Responsible for service delivery▪ Provide senior oversight to technical leads in field▪ Responsible for assuring the quality, completeness, business functionality and overall project deliverables/documentation	Cisco Certified
Joseph Goforth	Project Manager/Engineering Lead <ul style="list-style-type: none">▪ Point of Contact for Project Management including status meetings/reports and change management processes▪ Responsible for coordination of product fulfillment	Cisco Certified

- Advanced Security Specialization
- Advanced Wireless Specialization
- ATP – UCC Enterprise (since 2001)
- ATP – Customer Voice Portal (CVP) ~ *1st Cisco Partner worldwide*
- ATP – 3200-Hardware Development Integrator (HDI)
- ATP – Rich Media Communications Specialization
- ATP – Optical Transport Specialization
- ATP – Outdoor Wireless Mesh
- ATP – IP Interoperability & Collaboration Systems (IPICS) ~ *1st Cisco Partner worldwide*
- ATP – Telepresence
- ATP – Network Hosted Storage
- ATP – Physical Security

Other Corporate Credentials

- Microsoft Gold Partner for Enterprise Solutions
- Microsoft Security Solutions Competency
- Microsoft Information Worker Competency
- Microsoft OEM Solutions / Mobility
- Microsoft Authorized Education Reseller
- Citrix Silver Partner
- Hitachi Data Systems Gold Solutions Partner
- CommVault Enterprise Solution Partner
- ADIC Enterprise Reseller

Throughout the course of our exemplary performance with Cisco Systems, Coleman has been recognized and awarded for engineering excellence. The table below is provided to describe a few of our select industry awards.

Award	Awarded by:	Date	Description
Central Florida Technology Fast 500 - Ranked # 1	Deloitte & Touche	2000	Each year Deloitte & Touche presents the Fast 500 awards to the fastest growing technology companies in a designated high technology region in order to recognize the phenomenal achievements and contributions of these firms. Central Florida is one of the 21 high technology regions in the United States eligible for award consideration.
Florida Sheriff Association Silver Business Member	Florida Sheriff Association	2000	Recognized for sincere commitment to helping Florida sheriffs provide strong local law enforcement
Central Florida Technology Fast 500	Deloitte & Touche	2001	Each year Deloitte & Touche presents the Fast 500 awards to the fastest growing technology companies in a designated high technology region in order to recognize the phenomenal achievements and contributions of these firms. Central Florida is one of the 21 high technology regions in the United States eligible for award consideration.
Florida Technology High Corridor Technology Fast 50	Deloitte & Touche	2001	The Technology Fast 50 program honors the fastest growing technology companies headquartered in Florida's high tech corridor. Rankings are based on revenue growth over a five-year period.

Florida Technology High Corridor Technology Fast 50	Deloitte & Touche	2001	The Technology Fast 50 program honors the fastest growing technology companies headquartered in Florida's high tech corridor. Rankings are based on revenue growth over a five-year period.
Central Florida Technology Fast 500	Deloitte & Touche	2002	Ranked # 385. Each year Deloitte & Touche presents the Fast 500 awards to the fastest growing technology companies in a designated high technology region in order to recognize the phenomenal achievements and contributions of these firms. Central Florida is one of the 21 high technology regions in the United States eligible for award consideration.
Florida Technology High Corridor Technology Fast 50	Deloitte & Touche	2002	The Technology Fast 50 program honors the fastest growing technology companies headquartered in Florida's high tech corridor. Rankings are based on revenue growth over a five-year period.
Entrepreneur of the Year Award	Ernst & Young	2002	Technology Services Entrepreneur Of The Year – Benjamin J. Patz, Founder. Florida winners are now eligible for the National Entrepreneur Of The Year awards, which are designed to honor outstanding owners of fast-growing companies who have demonstrated excellence and extraordinary success in such areas as innovation, financial performance, and personal commitment to their businesses and communities.
2002 US Regional DVAR of the Year, Southeast	Cisco Systems	2003	Recognized as DVAR partner of the year in Cisco's Southeastern United States region
2002 US Top New Service Sales Execution	Cisco Systems	2003	Recognized for top performance by focusing on customer satisfaction, developing technical expertise and delivering value added services.
2003 US DVAR Service Partner of the Year Southeast	Cisco Systems	2004	The Cisco Global Awards are conferred to partners who meet a specific set of requirements, which are designed to identify the best global channel partner in each category. Cisco has also built a formalized nomination and selection process that begins with each sales theater identifying and nominating a channel partner for each category. These nominations are reviewed and a collective group that includes Cisco worldwide channels and theater channel executives makes final selections.
2003 US Outstanding Performance in Advanced Technologies Southeast	Cisco Systems	2004	The Cisco Global Awards are conferred to partners who meet a specific set of requirements, which are designed to identify the best global channel partner in each category. Cisco has also built a formalized nomination and selection process that begins with each sales theater identifying and nominating a channel partner for each category. These nominations are reviewed and a collective group that includes Cisco worldwide channels and theater channel executives makes final selections.
Ranked, Florida Private 200	Florida Trend Magazine	2004	The Florida Private 200 highlights the largest privately held businesses based in Florida. The list reflects Florida's diverse economy, with companies located across the state covering a range of industries, from clothing retail to industrial aircraft production.